



New Lease Negotiation

Client:

Hotels.com

Location:

10440 N. Central Expressway
Dallas, Texas

Size:

75,000 square feet

Overview:

Swearingen Realty Group was contracted by Hotels.com to relocate their corporate headquarters and call center, increasing space efficiencies while lowering the cost/SF. Through Swearingen's efforts the client was able to relocate to four contiguous floors with maximum flexibility of expansion, contraction, and cancellation options, while receiving a savings of more than \$6.00/SF.

Approach:

- Relocation of corporate headquarters and call center
- Increase space efficiencies
- Lower cost/SF
- Provide more secure environment for Internet Network/Back Bone
- Better corporate identity/branding
- More adequate parking
- Employee demographic studies and wage labor analysis

Results:

- Relocation to four contiguous floors
- Maximum flexibility with expansion, contraction, and cancellation options
- More than \$1.2 million in tenant improvement allowance
- Rate per SF reduction of more than \$6.00/SF
- Backup generator with full UPS System and cabling included in tenant improvement allowance
- Purchased 500+ work stations with tenant improvement allowance
- Received prominent signage option for top of the building



For more information,
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